

ABERDEEN PROVING GROUND ADVANCED PLANNING BRIEFING TO INDUSTRY

Army Contracting Command – Aberdeen Proving Ground
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The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services



AGENDA

- ACC-APG Statistics
- Business Process Initiatives
- Responsive Strategic Sourcing for Services



ACC-APG FY14 STATISTICS

– Approximately 36,000 actions executed for \$12.1B

(including grants and classified contract actions)

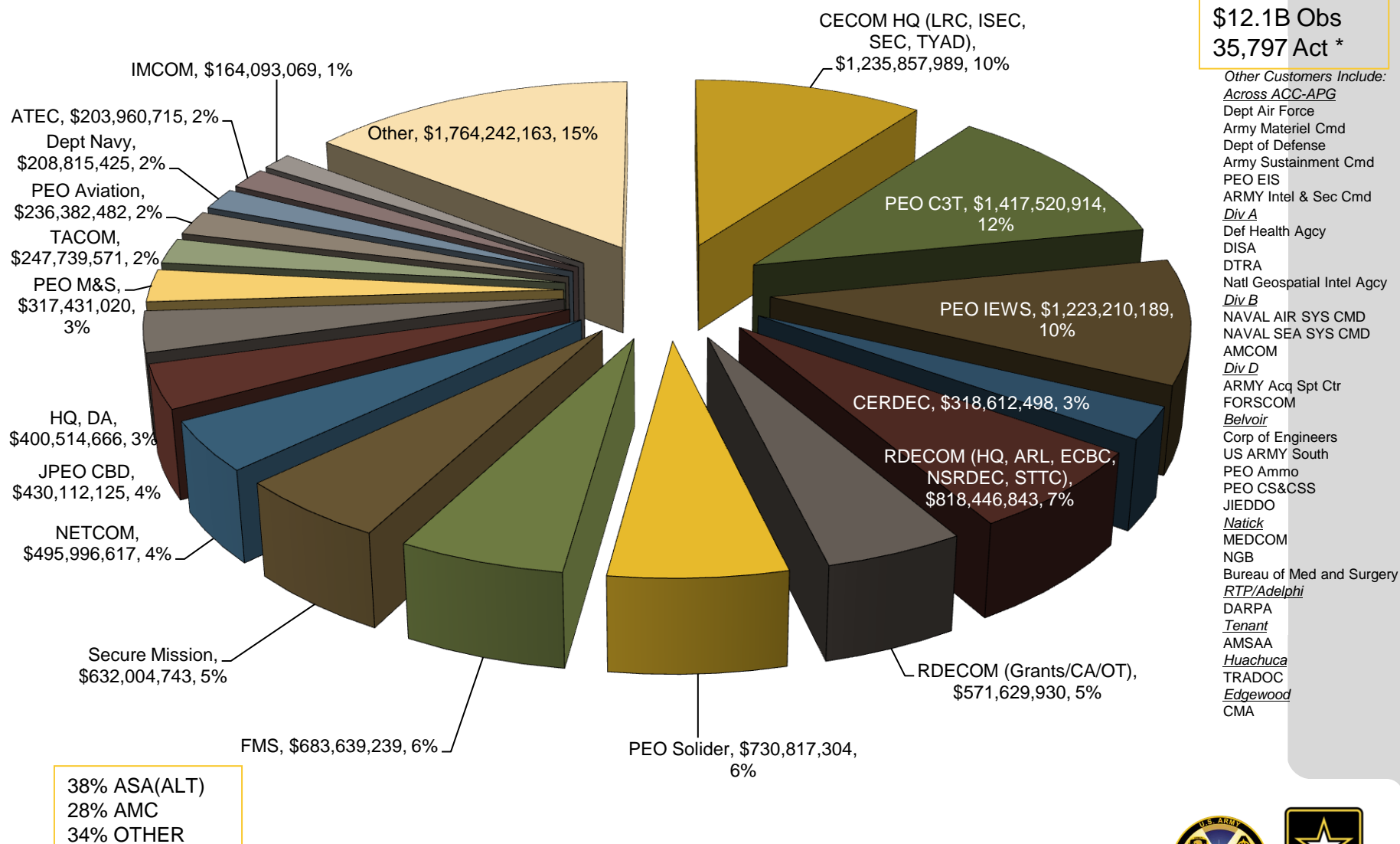
– Contract action statistics:

Vendor State	Actions	Obligations
Virginia	7038	\$2,940,159,726
Massachusetts	1792	\$1,052,720,084
New York	1416	\$913,411,137
Maryland	2208	\$703,500,295
California	2055	\$530,546,411

Fund Type	Actions	Obligations
OMA	6256	\$2,595,395,654
OPA	1878	\$1,788,783,039
RDT&E (Army)	6860	\$1,531,620,904
FMS	1005	\$870,960,086
RDT&E (Defense)	1566	\$662,886,757
Defense Working Capital Fund, Army	5325	\$295,350,513
OTHER	5133	\$1,623,543,852



ACC-APG FY14 CUSTOMERS



ACC-APG BUSINESS PROCESS INITIATIVES



ACC-APG BUSINESS PROCESS INITIATIVES

Continue to improve bonafide competition

- Sole source measures to improve competition
 - Possible game changer
- Competitive single bid
- Better definition of existing recompeted work
- FY13 LPTA & Tradeoff statistics - % of the time award made to the incumbent
 - LPTA: 7%
 - Tradeoff: 42%
- T&M obligations of 1% in FY14, down from 70% in FY10



ACC-APG BUSINESS PROCESS INITIATIVES

Work to reduce and/or eliminate bridge contracts

- Government team will more closely manage contract end dates



ACC-APG BUSINESS PROCESS INITIATIVES

Closely assess contested contract actions

Fiscal Year	ACC-APG Protest Rate
FY11	3%*
FY12	3%*
FY13	3.15%**
FY14	16.94%**

*Notional Rate

** Protest rate = # of GAO Bid Protests/Total Competitive Actions over SAT and Competitive Task Orders over \$10M



Possible reasons for protest increases:

- Increasing effectiveness rate
- Competition for dwindling acquisition dollars
- Service contract protests for incumbents prolong performance time and continue influx of income- Incumbent service contractors may receive additional time on their contract while the GAO protest is pending (GAO has 100 days to decide)
- Less experience in personnel (in debriefings and in communication with industry, and evaluators)
- Emphasis on socio-economic goals
- Difficulty in performing cost realism



ACC-APG BUSINESS PROCESS INITIATIVES

Simplify source selection methodologies

- Supplies versus services
 - LPTA versus tradeoff
- Tradeoff – defined in advance
 - What elements represent tradespace
 - Approximate value for the trade
- LPTA – when tradeoff elements cannot be justified
 - Determined by customer (requiring activity)
- Simplified source selection process
- Major elements serving as true discriminators
- Multiple Award Contracts (MACs)
 - Objective to streamline MAC award, then true competition at task/delivery order



ACC-APG BUSINESS PROCESS INITIATIVES

11

Focus on contractor performance management

- CPARS
- On-time delivery
- Disbursement rate
- Manage to target cost



RESPONSIVE STRATEGIC SOURCING FOR SERVICES (RS3)



RESPONSIVE STRATEGIC SOURCING FOR SERVICES (RS3)

–Knowledge based support services for requirements with Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR) related needs to include:

- Engineering
- Research, Development, Test and Evaluation (RDT&E)
- Logistics
- Acquisition and Strategic Planning
- Education and Training



RS3 (CONTINUED)

- Will replace Rapid Response-Third Generation (R2-3G), Strategic Services Sourcing (S3), Warrior Enabling Broad Sensor (WEBS), Technical, Administrative and Operations Support Services (TAOSS), and Technical Information Engineering Services (TIES)
- Customers may include ACC-APG customers and other DoD and federal agencies
- Anticipated ordering period is five (5) years with one five (5) year option period. Task order PoP may extend up to five (5) years after the ordering period expiration
- Estimated ceiling, including optional ordering period, is \$37B, \$500 minimum guarantee to each awardee



RS3 (CONTINUED)

-The Government anticipates full and open competition resulting in multiple awards with the following requirements restricted to small businesses when two or more capable small businesses intend to propose

- Less than \$10 million
- Acquisition and Strategic Planning Services
- Contracting Officer determination – FAR 16.505(b)(2)(i)(F)



RS3 (CONTINUED)

- Off-ramps will occur in years three and eight of contract
 - Contractors that have not submitted an acceptable task order proposal in 36 months, have had two or more cost overruns, have poor past performance, or have not met small business participation goals within 5% may be off-ramped
- On-ramps may occur in years three and six of contract
 - To increase competition
 - To gain access to new technologies or capabilities
- The optional ordering period may not be exercised for any base contract holder that demonstrates these issues prior to the exercise of the option in year five



RS3 (CONTINUED)

Streamlined source selection methodology broken down in to two phases reducing costs:

- **Phase 1**
 - Offerors agree to cap fee at 7% (12% R&D) or less for cost reimbursement task orders
 - Fair, reasonable, and realistic cost data for sample labor categories*
 - Offerors meet requirements for Corporate Experience, Past Performance, and Small Business Participation Plan (SBPP)*
 - Contracts will be awarded without discussions and will not be subject to wait for completion of evaluations in Phase 2, immediately eligible for task order competitions/awards
 - Unsuccessful Phase 1 offerors will be moved to Phase 2
- **Phase 2**
 - Unsuccessful offerors from Phase 1 may submit proposal revisions in Phase 2
 - Example: If an offeror proposes fee rates higher than the rates stated above, they may be considered for an award if the higher rates are justified and determined fair and reasonable
 - Timeline for Phase 2 awards will depend upon the number of proposals received and the quality of proposals received for Phase 2
 - Phase 2 may not be necessary if sufficient awards are made in Phase 1

*If the individual deviations and waivers are approved, offerors will not be required to submit cost/price or small business participation plans.



RS3 (CONTINUED)

Tentative milestones:

- Acquisition Strategy Approval – Dec 2014
- Draft solicitation Release – Nov 2014
- Industry Day – 16 Dec 2014
- Solicitation Release – Jan 2015
- Proposals Due – Feb 2015
- Phase 1 Evaluations Complete – Jun 2015
- Phase 1 Contract Awards – Jul 2015
- Phase 2 Evaluations Complete & Contract Awards – TBD



RS3 (CONTINUED)

- Submit questions in writing to Katie Thompson, katherine.c.thompson4.civ@mail.mil or Ashley Keating, ashley.e.keating.civ@mail.mil
- Questions will be addressed at the RS3 Industry Day

